# CLAIMS

What is claimed is:

1. A method for developing a dossier, comprising the steps of:

   (a)    receiving a name of a client relevant to a proposal;

   (b)    presenting a list of industries associated with the client;

   (c)    allowing selection of an industry from the list of industries;

   (d)    searching for information relating to the client and the selected industry; and

   (e)    preparing the dossier utilizing the information found during the searching.

2. A method as recited in claim 1, further comprising the step of presenting an alternate list of industries having industries different from the industries on the list of industries associated with the client.

3. A method as recited in claim 1, further comprising the steps of displaying topics associated with the client and allowing selection of at least one of the topics for insertion of information relating to the selected at least one of the topics in the dossier.

4. A method as recited in claim 1, wherein the dossier is arranged in sections according to people, documents, and projects.

5. A method as recited in claim 4, wherein the people section is arranged according to the number of documents and projects an individual has produced related to the client or industry.

6. A method as recited in claim 4, wherein the documents and projects sections are arranged chronologically.

1  7.   A computer program embodied on a computer readable medium for

2       developing a dossier, comprising:

3  (a)  a code segment that receives a name of a client relevant to a proposal;

4  (b)  a code segment that presents a list of industries associated with the client;

5  (c)  a code segment that allows selection of an industry from the list of

6       industries;

7  (a)  a code segment that searches for information relating to the client and the

8       selected industry; and

9  (b)  a code segment that prepares the dossier utilizing the information found

10      during the searching.


1  8.   A computer program as recited in claim 7, further comprising a code

2       segment that presents an alternate list of industries having industries different

3       from the industries on the list of industries associated with the client.


1  9.   A computer program as recited in claim 7, further comprising a code

2       segment that displays topics associated with the client and allows selection of

3       at least one of the topics for insertion of information relating to the selected

4       at least one of the topics in the dossier.


1  10.  A computer program as recited in claim 7, wherein the dossier is arranged in

2       sections according to people, documents, and projects.


1  11.  A computer program as recited in claim 10, wherein the people section is

2       arranged according to the number of documents and projects an individual

3       has produced related to the client or industry.


1  12.  A computer program as recited in claim 10, wherein the documents and

2       projects sections are arranged chronologically.


1  13.  A system for developing a dossier, comprising:

2  (a)  logic that receives a name of a client relevant to a proposal;

3  (b)  logic that presents a list of industries associated with the client;

4  (c)  logic that allows selection of an industry from the list of industries;

5  (d)  logic that searches for information relating to the client and the selected

6  industry; and

7  (e)  logic that prepares the dossier utilizing the information found during the

8  searching.

1  14.  A system as recited in claim 13, further comprising logic that presents an

2  alternate list of industries having industries different from the industries on

3  the list of industries associated with the client.

1  15.  A system as recited in claim 13, further comprising logic that displays topics

2  associated with the client and allows selection of at least one of the topics for

3  insertion of information relating to the selected at least one of the topics in

4  the dossier.

1  16.  A system as recited in claim 13, wherein the dossier is arranged in sections

2  according to people, documents, and projects.

1  17.  A system as recited in claim 16, wherein the people section is arranged

2  according to the number of documents and projects an individual has

3  produced related to the client or industry.

1  18.  A system as recited in claim 16, wherein the documents and projects sections

2  are arranged chronologically.